

Message Text

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TO AMEMBASSY SANTIAGO

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E.O. 11652: N/A

TAGS: ETRD, BEXP, CI

SUBJECT:USDOC EXPORT PROMOTION ADVISORY SERVICES

REFERENCES: SANTIAGO 8610, STATE 285037

1. THE FOLLOWING COMMENTS ADDRESS SUBJECTS RAISED IN
PARAGRAPH TWO, SANTIAGO 8610:

A. ANALYSIS OF THE US MARKET. SEE PARAGRAPH 8D,
STATE 285037.

B. USDOC CAN OFFER ADVICE ON TRADE FAIRS IN THE US BEST
SUITED TO CHILEAN EXPORT OBJECTIVES IF PRO-CHILE PROVIDES
SPECIFIC PRODUCT CATEGORIES.

C. INFORMATION ON QUALITY CONTROL SYSTEMS AND OTHER
NBS PROGRAMS (PARAGRAPH SEVEN, STATE 285037) IS OBTAINABLE
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FROM DR. JACK WILLIAMS, ASSISTANT DIRECTOR FOR POLICY AND
OPERATIONS, OFFICE OF PRODUCT STANDARDS, NATIONAL BUREAU
OF STANDARDS, ROOM 3876, US DEPARTMENT OF COMMERCE,
WASHINGTON, D.C. 20230.

D. INFORMATION ON POSSIBILITIES FOR EXPANDING CHILE-US

REFRIGERATED CONTAINER SERVICE IS AVAILABLE FROM VINCENT G.

GREY, PROGRAM MANAGER, OFFICE OF ADVANCED SHIP OPERATIONS,
MARITIME ADMINISTRATION, 15TH AND E STREETS, N.W., WASHING-
TON, D.C. 20230.

E. EVALUATION OF THIRD COUNTRY EXPORT INCENTIVE PROGRAMS.
SEE PARAGRAPH 8D, STATE 285037.

F. US FIRMS NORMALLY EXPORT INDEPENDENTLY RATHER THAN
THROUGH EXPORT CONSORTIA. INFORMATION ON EXPORT
ASSOCIATIONS CAN BE OBTAINED FROM VINCENT TRAVAGLINI,
DIRECTOR, OFFICE OF INTERNATIONAL FINANCE AND INVESTMENT,
USDOC, WASHINGTON, D.C. 20230.

G. EXPORT PROCEDURES. SEE PARAGRAPH FIVE, STATE 285037.

H. PER PARAGRAPH FOUR, STATE 285037, USDOC AND STATE
DEPARTMENT ARE PREPARED TO RESPOND TO QUESTIONS ON GSP
IMPLEMENTATION.

2. DEPARTMENT OF STATE IS PREPARED TO FACILITATE CONTACTS
ON THE ABOVE IF CHILEAN FIRMS AND REPRESENTATIVE OR

GOVERNMENT OFFICIALS WOULD FIND IT HELPFUL. COMMUNI-
CATIONS SHOULD BE ADDRESSED TO THE COMMERCIAL ADVISER,
OFFICE OF REGIONAL ECONOMIC POLICY, ROOM 3234, DEPART-
MENT OF STATE.
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